

RAPID RAPPORT BUILDER™

Sales Acceleration System!



On-Site Training For Organizations & Sales Professionals Who Sell Over The Phone, Face-To-Face Or Front Of Room!



Close More Sales, Make More Money, Lead Your Field!

The top 20% of sales professionals make 80% of the money and the bottom 80% only make 20% of the money. In every large sales organization four or five salespeople out of 100 make as many sales and earn as much money as all the rest put together. **What separates the leaders from the followers? Understanding communication styles!**

You can't make a sale in the first ten seconds, but you can absolutely lose one! As a business owner or sales professional your job is to influence the thoughts, feelings, and actions of prospects so that they buy your products and services and *not* those of your competition. **Building trusting relationships** with prospects is **key to a successful sale**, however you cannot build a relationship until you have established rapport!

There are two sales to be made. Before prospects buy into your products or services, they must buy into you. **People buy from people they like!** Prospects are making conscious and subconscious decisions whether they like you before you even open your mouth. If you want to close more sales, you must **adapt to your prospect's communication style**. All sixteen of them!

In the Rapid Rapport Builder™ System you will identify not only your own communication style, but how to quickly identify your prospect's style, and how to adapt so that your prospects feel like they know, like and trust you. The result? **Higher conversion rates and bigger bank accounts!**

Program Highlights:

- How to model the most effective communicators
- The importance of perceptions and first impressions
- How to recognize and appreciate communication style differences
- How to adapt to communication styles not like yours
- How to use verbal and nonverbal communication
- How to use matching and mirroring techniques

Breakout Session | Half Or Full Day Training

Book Now: www.robertcarrow.com | Email: robert@robertcarrow.com | Phone: (386) 451-7222

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What Clients Are Saying

"Thank you for a fabulous day of sales training! We were extremely pleased with your entertaining style of delivery and the results received after putting these new techniques into practice. Specifically, information on assessing customer/member personality styles before we try to sell to their needs was especially enlightening. You inspired our employees to go deeper and learn about the member's true issue, ask key questions, then move forward to solve problems. You did an exceptional job at addressing our needs! Our folks were glued to every word and your uplifting and entertaining style made the day breeze by. We look forward to working with you again!"

-Joanne Taylor
Director Sales, Service and Training
Leaders Credit Union

"I attended Robert's Communication workshop last fall. I had attended a similar workshop 20 years ago. Being young at the time, I failed to realize the importance of different communication styles & the significant effect my style (direct) has on other people & my work. Robert is very insightful & energetic. He pegged me as a direct communicator the moment I walked into the room! He is an engaging coach & instructor & brings great enthusiasm & positivity to the discussion. The workshop was much more than I expected & this time the message stuck. My learning was elevated as a result of Robert's facilitation of the class and the interactive tactics he uses to coach others. I highly recommend his services."

-Stacy Meadows

"Robert Carrow is one of the most dynamic and effective speakers and trainers in America today."

-Brian Tracy
Legendary Speaker, Sales Trainer
and Author of 80+ Personal,
Professional Development Books

"Robert is an effective motivator who brings to the forefront the obstacles which prevent us from being more successful. His fun and lively delivery makes the presentation very enjoyable."

-Paul Hasbrouck
President
Worcester Elevator Company

Book Now!



www.robertcarrow.com

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Meet Your Trainer, Robert J. Carrow

Robert Carrow is an International Speaker and Sales Trainer that specializes in persuasive communication skills, presentations, selling from the stage, and emotional intelligence.

He has accumulated over 6,000 hours of paid public speaking experience world-wide delivering over 1,100 live seminars, has trained thousands of organizations and tens of thousands of individuals.

He has also trained speakers for one of the largest speaking organizations in North America. His clients include Fortune 500 companies, government, small business, and entrepreneurs.

Robert brings to the table over 20 years of top performing sales experience, leading in both real estate and personal development industries.

Robert is a certified corporate trainer, certified coach practitioner and certified neuro linguistic programming (NLP) practitioner.

In his spare time, Robert enjoys flying as a private, instrument-rated pilot, scuba diving, and spending time with his children and grandchildren. Robert lives in Florida, USA.

Robert would be honored to speak with you about how he can help you or your sales team apply the Rapid Rapport Builder™ System to close more sales, make more money, and lead your field!



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